AGL 15-1

AMERICAN AUTOMOTIVE LEASING ASSOCIATION

ANALYSIS OF COSTS AND RELATED INFORMATION

NON-FINANCE LEASING (CLOSED-END)

YEARS 1981 AND 1980

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COMPARATIVE ANALYSIS OF AVERAGE PER UNIT PER MONTH COSTS

YEARS 1981 AND 1980

	1981	1980	Increase (Decrease) Amount	Percentage	Percentage of Total
Operating costs:					
Depreciation	$160.33	$149.72	$10.61	7.1%	34.8%
Repairs and maintenance	33.57	30.41	3.16	10.4	10.4
Insurance	12.93	14.32	(1.39)	(9.7)	(4.6)
License tags and taxes	8.26	7.82	.44	5.6	1.4
Interest	62.56	45.74	16.82	36.8	55.1
Delivery	1.84	2.64	(.80)	(30.3)	(2.6)
Total operating costs	* 279.49	250.65	28.84	11.5	94.5
General and administrative	27.33	25.64	1.69	6.6	5.5
Total costs	$306.82	$276.29	$30.53	11.0%	100.0%
Average months in operation	27.3	27.4			

ANALYSIS OF PER UNIT PER MONTH COSTS FOR THE YEAR 1969

	Depreciation %	Depreciation Amount	Repairs and Maintenance (Page 4)	Insurance (Page 5)	Tags and Taxes (Page 6)	Interest (Page 7)	Delivery	Total Operating Costs	General and Administrative (Page 8)	Total Costs	Average Months in Operation
Less than 1000 cars											
A	1.70	$140.49	-	-	($ 2.39)	$69.98	($ .13)	$212.99	$31.74	$244.73	34
B	2.50	(275.00)	$46.59	$ 8.60	3.00	(99.00)	12.00	444.10	(40.81)	484.91	30
C	3.00	(75.00)	50.00	-	3.15	(18.79)	7.00	153.94	26.34	180.28	-
D	2.20	154.00	26.00	10.00	15.00	58.00	1.00	264.00	27.00	291.00	27
E	2.10	163.11	(.70)	(3.12)	3.74	50.16	-	220.83	33.92	254.75	-
F	1.80	135.80	14.45	7.13	(1.50)	68.35	-	227.23	28.44	255.67	36
G	2.50	148.92	23.14	7.39	(1.53)	53.74	(.49)	235.21	(26.43)	261.64	24
H	2.50	200.00	29.86	11.48		54.22	-	295.56	18.64	314.20	27
Average costs		157.05	31.66	8.92	6.22	59.07	1.00	263.92	26.79	290.71	
1000-1999 cars											
I	2.50	176.52	30.56	9.76	10.61	47.87	(.15)	275.47	(13.49)	288.96	27
J	2.25	190.00	39.00	(29.50)	3.50	95.00	-	357.00	21.00	378.00	26
Average costs		183.26	34.78	9.76	7.05	71.44	-	306.29	21.00	327.29	
Over 2000 cars											
K	2.50	(217.53)	-	-	4.06	71.55	(.62)	293.76	17.40	311.16	24
L	2.25	147.40	26.20	13.64	9.63	(49.64)	(.80)	247.31	28.74	276.05	30
M	1.90	(114.00)	22.00	14.00	3.77	(118.00)	-	271.77	37.50	309.27	27
N	2.25	188.00	45.76	20.13	13.35	57.12	2.10	326.46	28.10	354.56	28
O	2.50	169.14	36.06	(22.70)	13.15	60.00	3.14	304.19	29.10	333.29	27
P	1.90	142.50	38.00	14.85	(22.25)	70.00	(10.00)	297.60	23.85	321.45	26
Q	2.00	140.00	47.88	(41.00)	19.43	59.40	1.69	309.40	32.06	341.46	28
R	2.15	134.79	31.14	11.74	3.77	64.24	-	245.68	(15.85)	261.53	24
S	2.25	176.63	37.92	14.22	12.89	(46.40)	2.08	290.14	33.12	323.26	21
T	2.01	157.94	26.21	15.32	4.80	58.76	(.85)	263.88	26.29	290.17	26
Average costs		157.05	34.57	15.83	9.43	63.01	2.25	232.14	28.46	310.60	
Combined average costs		160.33	33.57	12.93	8.26	62.56	1.84	279.49	27.33	306.82	27.3

REPAIRS AND MAINTENANCE

	Per Unit Per Month Costs													Composition of Fleets	
	Mech. Repairs and Maint.	Lube (Oil and Grease)	Tires	Adm. Salaries	Free Loaner	Total	Maint. Cap or Budget	Limit Tires		Non-Auth. Repair Limit	Miles Limit	Miles Annual	Average Annual Mileage	Full Maintenance %	Non-Maintenance %
Less than 1000 cars															
A	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
B	$28.00	$3.00	$4.00	$ 6.00	$5.50	$46.50	No	Yes	2	$ 25	Yes	15,000	18,000	80	20
C	-	-	-	-	-	50.00	No	No	-	-	Yes	20,000	20,000	1	99
D	17.00	-	9.00	-	-	26.00	Yes	No	-	25	Yes	Various	25,000	41	59
E	-	-	-	-	-	(.70)	Yes	Yes	0	55	Yes	20,000	40,000	-	100
F	11.56	2.89	-	-	-	14.45	No	Yes	4	100	Yes	Various	15,000	1	99
G	15.42	(.79)	3.68	3.25	-	23.14	No	Yes	4	35	Yes	25,000	25,000	66	34
H	20.60	-	8.61	(.29)	.36	29.86	Yes	Yes	Various	50	Yes	Various	53,000	46	54
1000-1999 cars															
I	25.27	1.67	3.12	.50	-	30.56	No	Yes	0	50	Yes	24,000	55,000	45	55
J	32.00	[illegible]	3.50	-	-	39.00	Yes	Yes	4	55	Yes	Various	52,000	40	60
Over 2000 cars															
K	[illegible]	-	[illegible]	[illegible]	-	-	No	No	-	-	Yes	20,000	38,000	0	100
L	[illegible]	-	[illegible]	-	-	26.20	No	Yes	Various	40	Yes	Various	17,000	48	52
M	-	-	-	-	-	22.00	Various	Yes	3	50	Yes	25,000	55,000	60	40
N	32.14	3.05	9.18	1.19	.20	45.76	Yes	Yes	4	50	Yes	25,000	45,000	50	50
O	26.10	2.00	6.12	1.64	.20	36.06	Yes	Yes	3	40	Yes	25,000	40,000	65	35
P	20.50	(5.00)	(12.50)	-	-	38.00	No	Yes	4	35	Yes	24,000	53,000	60	40
Q	24.88	-	8.70	(14.30)	-	47.88	No	No	-	35	Yes	Various	21,000	95	5
R	24.14	(.76)	4.33	1.91	-	31.14	No	Yes	3	43	Yes	Various	57,000	3	97
S	26.47	-	8.30	1.42	1.73	37.92	No	Yes	3	40	Yes	Various	25,000	47	53
T	17.91	1.80	3.23	1.97	1.30	26.21	No	Yes	2	25	Yes	24,000	22,000	30	70
Average costs-1981	23.00	2.40	5.98	2.23	1.55	33.57									
Average costs-1980	21.37	2.42	6.82	1.18	N/A	30.41									

INSURANCE-COLLISION AND COMPREHENSIVE (C&C) AND UMBRELLA LIABILITY

	Per Unit Per Month Costs											
	Gross C&C Costs	Less Recoveries	Net C&C Costs	Add Insurance Salaries	Total C&C Costs	Add Umbrella Liability	Total Costs	Self Insured	Charge Back - Deductibles	Amount	PL & PD Insurance Available	Umbrella Liab. Coverage Range (Thous.)
Less than 1000 cars												
A	-	-	-	-	-	-	-	-	-	-	-	-
B	$10.00	$3.00	$ 7.00	$1.10	$ 8.10	$ .50	$ 8.60	Yes	Yes	$250	Yes	500
C	-	-	-	-	-	-	-	No	-	-	No	-
D	-	-	-	-	-	-	10.00	Yes	Yes	200	Yes	1,000 - 2,000
E	-	-	-	-	-	-	(3.12)	No	Yes	250	No	20,000
F	-	-	-	-	-	7.13	7.13	No	Yes	100	Yes	-
G	-	-	6.77	.62	-	-	7.39	Yes	Yes	250	No	-
H	10.82	-	10.82	-	10.82	.66	11.48	Yes	Yes	250	Yes	2,000
1000-1999 cars												
I	-	-	9.31	.45	9.76	-	9.76	Yes	Yes	100	No	500 - 25,000
J	(25.00)	-	(25.00)	3.00	(28.00)	1.50	(29.50)	No	Yes	250	Yes	1,000
Over 2000 cars												
K	-	-	-	-	-	-	-	Yes	No	-	No	-
L	-	-	12.20	.90	13.10	.54	13.64	Yes	No	-	Yes	10,000
M	-	-	-	-	-	-	14.00	Yes	Yes	115	Yes	20,000
N	19.14	3.13	16.01	1.98	17.99	2.14	20.13	Yes	Yes	250	Yes	5,000
O	27.11	8.19	18.92	2.79	21.71	.99	22.70	Yes	Yes	250	No	-
P	-	-	13.50	1.10	14.60	.25	14.85	Yes	Yes	250	Yes	-
Q	-	-	-	-	-	-	(41.00)	Yes	Yes	100	Yes	500 - 5,000
R	9.84	(.61)	9.23	2.07	11.30	.44	11.74	Yes	Yes	250	Yes	6,000
S	14.94	7.46	7.48	4.12	11.60	2.62	14.22	Yes	Yes	250	Yes	1,000
T	14.98	1.29	13.69	.68	14.37	.95	15.32	Yes	Yes	100	Yes	10,000
Average costs-1981	15.26	4.61	11.36	1.71	13.33	1.61	12.93					
Average costs-1980	15.37	4.92	12.88	1.38	13.32	2.30	14.32					

LICENSE TAGS, STATE AND LOCAL TAXES

	Per Unit Per Month Costs			Charge Back Taxes to Lessees
	Total	License Tags	State and Local Taxes	
Less than 1000 cars				
A	($ 2.39)	-	-	All
B	3.00	$3.00	-	All
C	3.15	3.15	-	All
D	15.00	2.00	13.00	Portion
E	3.74	-	-	-
F	(1.50)	1.50	-	All
G	(1.53)	-	-	All
H	-	-	-	All
1000-1999 cars				
I	10.61	-	-	Portion
J	3.50	3.50	-	All
Over 2000 cars				
K	4.06	-	-	Portion
L	9.63	2.13	7.50	None
M	3.77	-	-	-
N	13.35	4.17	9.18	Portion
O	13.15	(9.99)	3.16	Portion
P	(22.25)	4.25	(18.00)	All
Q	19.43	4.25	15.18	Portion
R	3.77	3.77	-	All
S	12.89	3.56	9.33	All
T	4.80	4.80	-	All
Average costs-1981	8.26	3.34	9.56	
Average costs-1980	7.82	3.36	8.58	

INTEREST EXPENSE

Less than 1000 cars	Per unit Per Month Costs	Percentage of Car Cost Financed	Average Monthly Loan Amortization %	Average Simple Interest Rate %	Percentage Over Prime Rate	Compensating Balance Required	% of Loan Balance	Loan Commitment Fee Required
A	$69.98	100	2.80	-	-	Yes	15	No
B	(99.00)	95	2.25	17.00	-	No	-	No
C	(18.79)	100	-	(9.00)	-	-	-	No
D	58.00	100	2.50	16.25	.75	Yes	10	No
E	50.16	100	-	-	- .50	No	-	No
F	68.35	100	2.00	17.50	1.00	No	-	No
G	53.74	92	2.00	17.75	1.25	No	-	No
H	54.22	----Capital Loan----		19.00	.25	No	-	No
1000-1999 cars								
I	47.87	100	2.00	18.50	.25	No	-	No
J	95.00	100	2.25	18.00	1.00	No	-	No
Over 2000 cars								
K	71.55	100	-	13.78	-	No	-	No
L	(49.64)	100	2.25	15.80	1.00	No	-	No
M	(118.00)	100	1.90	-	-1.00	No	-	No
N	57.12	100	2.25	20.00	1.00	Yes	10	No
O	60.00	100	2.50	16.00	1.50	Yes	10	No
P	70.00	100	2.25	-	1.00	Yes	10	Yes
Q	59.40	100	2.00	16.00	1.25	No	-	No
R	64.24	100	2.25	17.00	1.00	Yes	Various	Yes
S	(46.40)	100	2.25	18.00	1.00	No	-	No
T	58.76	100	2.25	15.30	.50	No	-	No
Averages-1981	62.56	99.31%	2.23%	17.06%	.70%			
Averages-1980	45.74	99.55%	2.25%	14.05%	1.07%			

GENERAL AND ADMINISTRATIVE EXPENSES
PER UNIT PER MONTH COSTS

	Total	Principal(s) Salary	Advertising	Travel & Promotion	Tel. & Tel.	Occupancy	Office	Data Process.	Profess. Fees	Adm. Salaries	Sales Salaries	Taxes	Insurance	Other
Less than 1000 cars														
A	$31.74	$ 4.71	$6.61	$ .09	$1.84	$3.37	$2.02	-	$ .94	$ 2.18	$4.93	-	$ .18	$4.87
B	(40.81)	6.50	-	3.50	1.31	2.20	.90	-	.36	10.00	8.00	$3.00	1.70	3.34
C	21.34	1.80	5.04	.15	1.26	-	.83	-	.06	9.60	-	1.83	.77	-
D	27.00	-	-	-	1.00	3.00	1.00	$1.00	1.00	7.00	5.00	2.00	3.00	3.00
E	33.92	-	2.63	.20	1.80	-	2.20	-	.88	7.47	4.34	1.61	-	12.79
F	28.44	12.39	3.50	.70	.15	.75	.65	-	1.67	2.62	4.19	.76	-	1.06
G	(26.43)	1.54	.36	1.16	.55	2.82	1.82	-	1.16	3.59	5.97	1.16	1.20	5.10
H	18.64	2.68	.03	.30	.57	1.36	1.21	.85	.89	4.27	2.41	1.54	-	2.53
1000-1999 Cars														
I	(13.49)	.85	.27	.43	.61	.81	1.37	-	1.13	5.09	.15	.41	.49	1.88
J	21.00	-	-	-	-	-	-	-	-	-	-	-	-	-
Over 2000 Cars														
K	17.40	-	.64	1.02	.88	2.19	.77	.92	.44	-	10.02	.07	.23	.22
L	28.74	1.17	1.74	1.45	.52	1.98	1.35	1.08	.43	8.45	8.36	.19	.58	1.44
M	37.50	-	-	-	-	-	-	-	-	-	-	-	-	-
N	28.10	3.14	1.19	2.12	1.01	1.92	1.52	.90	1.11	10.60	2.14	.70	.90	.85
O	29.10	4.09	2.12	.93	1.00	2.16	1.93	1.20	.96	9.10	1.12	.87	1.60	2.02
P	23.85	2.40	.50	1.00	1.25	2.00	1.30	.40	1.00	9.00	2.50	1.00	.50	1.00
Q	32.06	5.77	.81	1.09	1.90	.52	1.07	.48	.20	8.53	-	1.14	2.09	8.46
R	(15.85)	1.35	.09	.76	.84	.92	.65	.63	.16	5.39	2.96	.10	.13	1.87
S	(33.12)	-	1.68	2.27	.91	3.12	1.72	.74	1.01	12.17	3.58	2.48	2.36	1.08
T	26.29	-	1.57	.98	1.42	2.29	1.01	.56	.79	7.50	3.71	1.58	1.07	3.81
Average costs-1981	27.33													
Average costs-1980	25.64													

COMPOSITION OF FLEETS

	Model Sizes			Air Conditioning									
	Standard %	Intermediate %	Compact %	%	Chevrolet %	Ford %	Chrysler Corp %	Pontiac %	Oldsmobile %	Buick %	Cadillac %	Foreign %	Other %
A	50	10	40	99	30	15	-	5	10	2	1	37	-
B	50	30	20	100	25	6	-	-	15	6	18	12	18
C	14	39	47	90	9	40	1	-	27	-	-	7	16
D	12	78	10	87	21	42	1	2	14	6	-	1	13
E	40	30	30	95	40	2	-	4	29	9	2	-	14
F	29	27	44	95	8	4	-	3	-	71	-	10	4
G	25	50	25	99	25	5	5	15	30	15	1	4	-
H	8	72	20	99	37	22	6	4	19	6	-	-	6
I	13	49	38	98	48	1	1	11	22	15	[illegible]	-	1
J	20	60	20	100	42	7	3	9	24	10	-	5	-
K	21	39	40	80	26	18	1	8	16	18	1	2	10
L	33	48	19	99	27	15	3	5	23	10	3	11	3
M	10	60	30	99	24	11	6	9	23	19	-	4	4
N	20	55	25	95	60	10	-	-	10	-	10	10	-
O	15	85	-	-	57	31	[illegible]	-	-	-	4	-	3
P	15	75	10	100	-	-	-	-	-	-	-	-	-
Q	24	47	29	98	47	3	1	4	20	18	1	2	4
R	8	40	52	98	27	19	8	4	14	16	1	1	10
S	12	66	22	100	21	10	7	17	25	14	2	1	3
T	33	50	17	98	37	20	2	3	14	9	5	3	7
Averages - 1981	23	51	26	96	32	15	2	5	18	13	3	6	6
Averages - 1980	32	48	20	96	40	15	1	6	14	9	2	N/A	13

TYPE OF CUSTOMER

	PERCENTAGES OF FLEETS			
	INDIVIDUALS	FLEETS OF:		
		2 to 20	21 to 100	Over 100
A	85	14	-	1
B	-	100	-	-
C	67	32	1	-
D	20	70	10	-
E	40	60	-	-
F	60	40	-	-
G	20	75	4	1
H	95	5	-	-
I	-	1	19	80
J	20	25	50	5
K	7	22	24	47
L	30	30	25	15
M	13	24	13	50
N	5	45	40	10
O	2	75	23	-
P	0	20	60	20
Q	58	37	5	-
R	1	2	[illegible]	82
S	38	43	9	10
T	40	40	19	1

USED CAR DISPOSITION

	Reconditioning Prior to Sale			Used Cars Disposed Through						Location Where Cars are Sold	
				New Car Dealers		Used Car Dealers	Auctions	Lessees and their Employees	Retail	On the Road	Home Office
		% of cars Recondi-tioned	Average Amount	Sales %	Trade %	%	%	%	%	%	%
A	Yes	100	$200	-	-	-	-	-	100	5	95
B	Yes	90	350	-	-	2	2	10	86	4	96
C	Yes	75	100	-	-	1	-	-	99	50	50
D	Yes	10	200	5	-	35	40	20	-	35	65
E	Yes	30	0	20	65	-	-	15	-	-	100
F	No	-	-	-	-	97	-	-	3	1	99
G	Yes	10	200	-	-	80	-	-	20	20	80
H	No	-	-	-	-	50	30	20	-	25	75
I	No	-	-	4	-	53	5	38	-	90	10
J	No	-	-	-	-	70	10	20	-	80	20
K	No	-	-	-	-	80	-	20	-	20	80
L	Yes	19	507	1	-	37	1	32	29	15	85
M	Yes	100	350	-	-	25	5	30	40	100	-
N	Yes	50	250	-	-	75	20	5	-	30	70
O	Yes	200	-	-	-	70	20	10	-	20	80
P	Yes	60	250	5	5	35	30	25	-	35	65
Q	Yes	-	108	1	-	50	25	24	-	35	65
R	Yes	20	125	2	-	37	29	20	12	83	17
S	Yes	26	200	-	-	48	26	26	-	50	50
T	Yes	15	300	10	-	65	10	5	10	70	50
Averages - 1981				2	4	46	13	16	20	39	61
Averages - 1980				7	1	43	20	20	9	34	66

LEASING AND RENTAL ACTIVITIES

	Finance Leasing	Daily Car Rental	Daily Truck Rental	Long-term Truck Leasing	Fleet Management	Non-Automotive Equipment Leasing			Own or Affililiation with New Car Dealership
							By Choice	Accommodation	
A	No	Yes	-	Yes	-	-	-	-	No
B	Yes	No	No	No	No	No	-	-	No
C	No	Yes	Yes	Yes	-	Yes	-	Yes	No
D	Yes	Yes	Yes	Yes	Yes	Yes	Yes	-	Yes
E	No	Yes	No	Yes	No	No	-	-	Yes
F	Yes	No	No	Yes	No	Yes	Yes	-	Yes
G	Yes	Yes	No	Yes	Yes	No	-	-	Yes
H	Yes	No	No	Yes	No	Yes	Yes	-	No
I	Yes	No	No	Yes	Yes	No	-	-	Yes
J	Yes	No	No	No	Yes	Yes	Yes	-	No
K	Yes	Yes	Yes	Yes	Yes	Yes	Yes	-	No
L	Yes	Yes	No	Yes	Yes	No	-	-	Yes
M	Yes	No	No	No	Yes	No	-	-	No
N	Yes	No	No	No	Yes	No	-	-	No
O	Yes	Yes	Yes	Yes	No	No	-	-	No
P	Yes	Yes	No	No	Yes	No	-	-	No
Q	Yes	No	No	No	No	No	-	-	No
R	Yes	No	No	Yes	Yes	Yes	-	Yes	Yes
S	Yes	Yes	No	Yes	Yes	No	-	-	No
T	Yes	No	No	Yes	No	Yes	Yes	-	Yes

RECORD KEEPING METHODS

Less than 1000 cars	Non-mechanical (Done by Hand)	Mechanical (Non-Electronic Machinery)	Electronic System-Computer	
			Service Bureau	Own Installation
A	X			
B	X			
C	X			
D				X
E				X
F	X			
G				X
H				X
I				X
J				X
1000 - 1999 cars				
K				
L				
M	X			
N			X	
O			X	
Over 2000 cars				
P				X
Q				X
R				X
S		X	X	
T				X